

Message Text

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ACTION SS-30

INFO OCT-01 ISO-00 SSO-00 NSCE-00 /031 W

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O P 121714Z JUL 74

FM AMEMBASSY CARACAS

TO SECSTATE WASHDC IMMEDIATE 4656

INFO AMEMBASSY ABU DHABI

AMEMBASSY PARIS

AMEMBASSY BEIRUT

AMEMBASSY BONN

AMEMBASSY CARIO

AMCONSUL DHAHRAN

AMEMBASSY JAKARTA

AMEMBASSY JIDDA PRIORITY

AMEMBASSY LONDON

AMEMBASSY ROME

AMEMBASSY TEHRAN

AMEMBASSY TRIPOLI

AMEMBASSY TOKYO

AMEMBASSY VIENNA

S E C R E T CARACAS 6444

EXDIS

C O R R E C T E D C O P Y - P A R A F O U R

E.O. 11652: GDS

TAGS: ENRG

SUBJECT: POSSIBILITY OF MOBIL PRESIDENT TOULAVEREAS PARTICIPATING
IN SAUDI-ARAMCO CONVERSATIONS

REF: A. JIDDA 3802, AND B. JIDDA 3960

1. RAWLEIGH WARNER, CHAIRMAN OF THE BOARD OF MOBIL, CALLED ON ME
THIS MORNING FOR A GENERAL REVIEW OF THE POSITION OF HIS COMPANY IN
VENEZUELA BEFORE HE CALLS THIS AFTERNOON ON THE MINISTER OF MINES
AND HYDROCARBONS AND HAS A 6:00 P.M. AUDIENCE WITH PRESIDENT
PEREZ.

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2. WARNER WAS FULLY CONVERSANT OF THE CONVERSATIONS REPORTED REFTELS. I SAID I DID NOT KNOW WHAT POSITION MR TOULAVEREAS HAD IN MOBIL BUT IT WAS CLEAR THAT BOTH YAMANI AND AMBASSADOR AKINS THOUGHT HE WOULD BE A USEFUL MEMBER OF THE ARAMCO NEGOTIATING TEAM.

3. WARNER REPLIED THAT TOULAVEREAS IS PRESIDENT OF THE MOBIL OIL CORPORATION. HE SAID, QUOTE IN MY JUDGMENT TOULAVEREAS IS THE MOST INTELLIGENT EXPERT AND KNOWLEDGEABLE OIL MAN IN THE ENTIRE WORLD. IN DEALING WITH SUCH A PERSON AS YAMANI WHO SAYS "THIS IS WHAT WE MIGHT DO OR ELSE THIS IS WHAT WE WILL DO", TOULAVEREAS CAN SIT DOWN AND SHOW HIM TWO OR THREE ALTERNATIVE COURSES OF ACTION WITH FIVE VALID REASONS SHOWING WHY THOSE COURSES OF ACTION ARE BETTER THAN THOSE ADVANCED BY YAMANI. UNQUOTE

4. WARNER WENT ON TO SAY THAT THE REASON IT WAS DIFFICULT TO INSERT TOULAVEREAS IN THE ARAMCO NEGOTIATING GROUP WAS OPPOSITION FROM THE MEMBERS OF ARAMCO OTHER THAN MOBIL. HE VERY MUCH HOPED THAT SOMETHING COULD BE DONE TO REINJECT TOULAVEREAS'S PRESENCE INTO THE SAUDI NEGOTIATIONS, TO THE BENEFIT OF ALL PARTNERS.

5. I REPORT THIS CONVERSATION BY IMMEDIATE TELEGRAM BECAUSE MR. WARNER WENT ON TO SAY THAT THE ARAMCO REPRESENTATIVES HAVE AN APPOINTMENT TO CALL ON SECRETARY KISSINGER ON MONDAY, JULY 15.
MCCLINTOCK

SECRET

NNN

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